Poultry Processing Needs In Maine

PolicyEdge • March 17, 2011



Introduction

Over the past several years, farmers in Maine and across New England have seen a sharp increase in demand for locally produced meat and a decline in availability of slaughter and meat processing services. Considering the size of the region's consumer markets, this demand represents a significant economic opportunity for Maine's farm families that are now, or would like to be, raising poultry. Indeed, as the market demand has increased, more small-scale producers who are raising poultry outdoors have sought ways to process the birds on-farm to sell the meat directly to customers at the farm or at a farmers' market. At present the lack of available poultry processing appears to be the most significant barrier for Maine's poultry producers. NOTE: In this report, the words "process" or "processing" means to kill, remove the feathers, eviscerate and package as a whole, and the words "further processing" means to cut into halves, quarters, parts, to grind or to prepare as a cooked product, etc.

The Maine Department of Agriculture, Food and Rural Resources, recognizes the importance of ensuring the existence of privately owned and managed infrastructure to accommodate: 1) the market demand for safe, locally produced poultry; and 2) the production barriers faced by Maine's farmers. To better inform potential new public and private investments in the poultry sector, the Department hired PolicyEdge to survey Maine's poultry producers regarding their production needs, interests and barriers, during the fall/winter of 2010-2011.

Currently, in Maine:

 Producers who do not raise birds for sale, but instead raise them for their own household consumption, and who <u>do not</u> want to process the birds themselves, can go to a custom processing plant.

- Producers who raise birds for sale and who <u>do not</u> want to process the birds themselves, can bring them to an official State or USDA inspected establishment that has a poultry inspector present during processing.
- Producers who raise the birds for sale and who do want to process the birds
 themselves can elect to apply to the State for one of two types of
 Grower/Producer exemptions where continuous, bird-by-bird inspection is
 waived providing that each Producer limits the number of birds processed in a
 year, and follows specific requirements for licensing, processing and further
 processing.

At the time of this report, Maine has:

- 5 custom poultry processing establishments located in different regions of the State;
- 16 poultry Grower/Producers who are processing their own birds in licensed,
 State exempted, on-farm facilities that are located in various regions of the state; and
- 1 official State inspected poultry-only processing facility.

Purpose of the Report

The purpose of this report is to identify the market development interests and barriers relative to the processing needs of Maine's poultry producers, so as to better inform businesses that are seeking to venture into poultry processing. This report represents the perspective of those poultry producers in Maine who responded to the survey.

Methodology

PolicyEdge developed an on-line survey that was distributed by e-mail to current or former poultry producers in Maine. Additional access to the survey was made available through various Soil and Water Conservation District newsletters, at the 2011 Maine Agricultural Trade Show and through the Maine Department of Agriculture's, Division of Agriculture Resource Development e-newsletter.

The survey was comprised of 23 questions, and vetted by several members of the Department's Division of Quality Assurance and Regulation, Division of Agriculture Resource Development, as well as members of Maine's community of poultry producers.

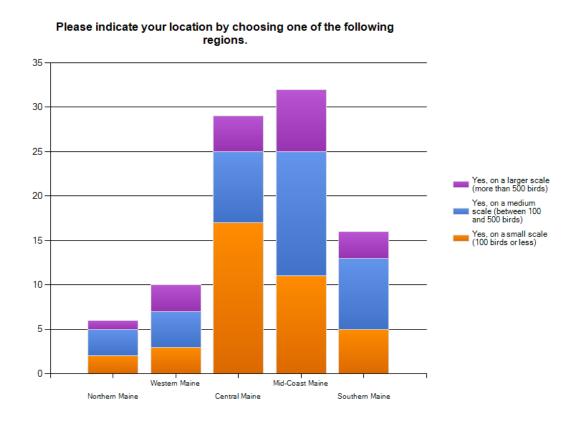
There are estimated to be up to 400 poultry producers in Maine. This number includes the producers who are raising birds for home use, as well as those raising birds for sale. It also includes those producers who are raising birds for both egg and meat production. Of the possible 400 producers, 165 responded to the survey, for a response rate of 41 percent. Not all respondents answered every question, so this sample size is not representative for each of the 21 questions.

The survey did not collect personally identifiable information about the respondents. It did assign randomized numbers to prevent duplication of responses. The survey responses came from a variety of geographic regions and covered a range of bird species. Surveys were collected from November 2010 until January 2011.

Regional Representation

The largest percentage of respondents came from Mid-Coast Maine (34%). Central Maine had the second highest response rate (31%) and Southern Maine had a 17% response rate. All of these numbers varied slightly when the type of production i.e. egg production versus meat production was factored in.

Figure 1a. Percentage of Survey Respondents in each Region.



Regional Representation - continued

Figure 1b. Number of Respondents from Each County.

Androscoggin	11
Aroostook	3
Cumberland	16
Franklin	3
Hancock	12
Kennebec	18
Knox	3
Lincoln	13
Oxford	9
Penobscot	15
Piscataquis	5
Sagadahoc	6
Somerset	9
Waldo	18
Washington	4
York	12
No Response	8

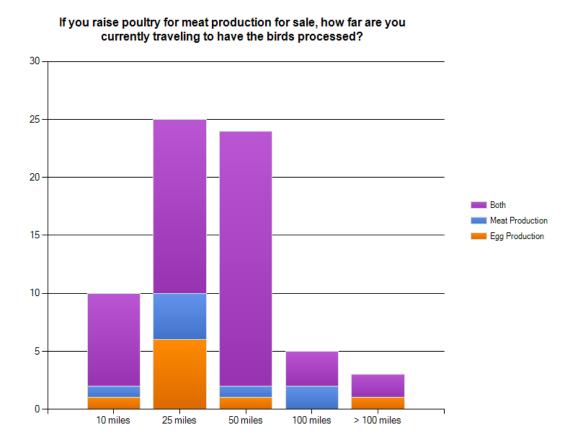
Challenges Identified By Poultry Producers

Challenge One: Limited Availability and Accessibilty of Processing Facilities

Producers' responses to the survey elicited three central barriers: the availability of and access to processing facilities, the cost and quality of existing facilities, and either burdensome or misunderstood regulations for on-farm processing.

Thirty percent of the 40 people responding to Question 5, stated they had stopped producing eggs and poultry meat for sale due to the lack of available processing. Of the poultry producers using the one State-Inspected facility in Monmouth (Central Maine), 28% are traveling more than 25 miles, and 38% are traveling more than 50 miles. For producers using custom processing facilities, nearly 38% are traveling at least 25 miles and over 43% are traveling over 50 miles. Twelve of the producers indicated they would increase their flocks if they could reduce travel to the processing facilities. Of those twelve, almost half came from Waldo County.

Figure 2. Percentage of Respondents and Distance Traveled to Process Birds.



When asked to identify barriers to poultry processing in Maine, respondents also noted the long waits for processing. Several respondents claimed that waiting times were due to a disorganized system of appointments versus walk-ins, and a limited number of days with an inspector present at the facility.

Of the 92 respondents who proposed solutions (Question 23), 28.3% said they could use more state support in making processing facilities available. 10.9% proposed general availability solutions.

".....I think a traveling processor that would let us work with him/her on our own farm, or perhaps more processing facilities, so that there is one close to home, that is smaller scale, and we can establish a trusting relationship..."

"Not open enough year round and too many people showing up for first come first serve."

Farmers in all areas reported that processing poultry on the farm would be a way to reduce transport and processing costs and increase profit margins.

Observations & Recommendations for Improving Availability and Accessibility:

- 1) There is an opportunity for the Department of Agriculture to provide more guidance on the two types of State Grower/Producer exemptions that issue grower/producers licenses to process their own birds, on their own farm, for sale. (See Appendix A.)
- 2) If a poultry processing facility wants to provide the service of processing poultry for sale, then the facility will need to take steps to become an inspected establishment. The inspectors will be provided by either the USDA or the State Department of Agriculture.
- 3) Custom, State or USDA inspected poultry processing facilities appear to be challenged when marketing their services to producers located beyond a 50-mile radius.
- **4)** All facilities, whether with or without a poultry inspector, need to plan ahead to distribute the number of birds processed over a greater number of days. All should consider assigning "walk-in days" and "appointment days" or move to an "appointment-only" system if they have not already done so.

Challenge Two: The Cost and Quality of Processing

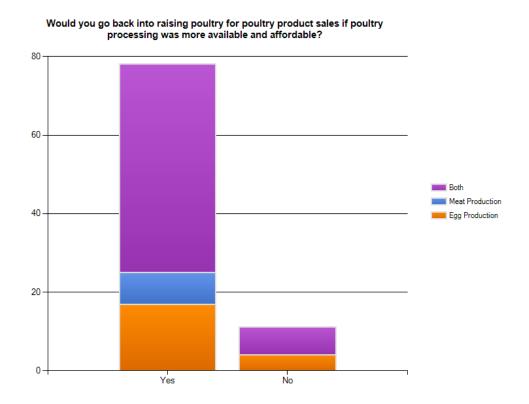


Figure 3. Percentage of Respondents who would Increase Production if Poultry Processing was more Available and Affordable.

Of the 40 respondents to Question 5, who had ceased producing eggs and poultry meat for sale, 27.5 % attributed their decision to high processing costs, and 25% attributed their decision to high production costs such as those for feed or storage.

Of the 98 respondents to Question 22, who cited challenges to processing, 46.9% named cost as a major factor.

The cost of poultry processing varies by type of facility. Custom processing facilities are least expensive, at an average of \$3.88 per bird, including all species. However, these facilities do not have a state inspector present and the birds cannot be sold for retail. Onfarm processing costs will include the cost of electricity to pump and cool water and refrigerate processed birds, as well as that of scalders, pluckers and other machinery used to aid in processing. These costs are determined by the producer's ability to utilize or

Challenge Two - continued

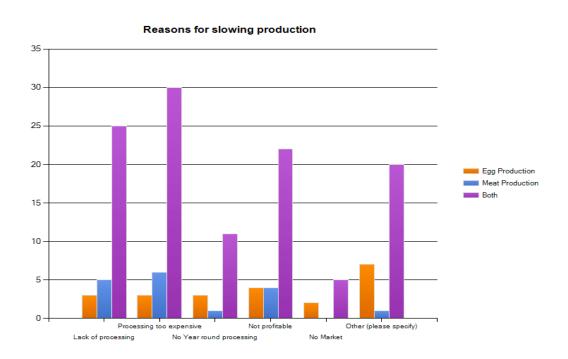
retool existing on-farm infrastructure, build new infrastructure, regulate flock size and fulfill the State requirements for the exemption waiver. As described by survey respondents, the State-Inspected facility (the COOPP) is the most costly, with an average price of \$5.45 per bird (including all species). The cost of broilers, the most common bird, is \$4.00 per bird for members who volunteer labor and \$4.50 per bird for non-members.

Other expenses that make poultry production cost prohibitive include: the inability to meet production numbers to justify processing costs, labor needs, grain/feed, out-of-state organic feed, infrastructure (storage, distribution), and marketing. These costs are in addition to the traditional processing costs, which make the price per bird larger than the current market price point.

Cost and quality of processing services are mutually dependant variables. Respondents noted that it is difficult for facilities to keep up with demand. The supply of birds for slaughter is either too large for current facilities, or too small to provide the income necessary for the facility to run at a profit. Of the 98 respondents that identified specific barriers to processing their birds, 13 specifically mentioned untrained labor, poor treatment of the animals due to a lack of expertise, and a concern that the birds being returned were not always their own. Five of the 13 respondents citing these issues, identified this as a concern of only the one, State-Inspected facility. Perhaps, if such issues had been previously addressed, Maine might not have slowed production by such dramatic number in the last several years.

Challenge Two - continued

Figure 4. Percentage of Respondents and Reasons for Reducing Production



"[we need] better trained labor. [We need to] be more organized, have better management throughout. Need more locations, [that are] spread out."

"The biggest problem is a processing facility that's affordable (I do realize they have to be profitable as well) and has the ability to cut and wrap according to order...Deboning would be an added plus for custom cuts (restaurants will usually require this). Certified organic and USDA inspected."

"...reasonable cost for inspected poultry [is a barrier], not enough days available with an inspector."

Observations & Recommendations for Reducing Processing Cost & Improving Processing Quality:

- 1) For poultry production in Maine to become more profitable, it is essential that poultry processing become more affordable.
- 2) There is an opportunity to develop a trained labor force. Facilities need to increase the number of days that a poultry inspector is present, hire an adequate number of trained staff people and not rely on volunteers or membership labor.

Challenge Two - continued

- 3) If the problem is indeed an economy of scale equation too few birds to financially sustain the appropriate number of trained staff and an adequately sized facility, but too many birds to accommodate quality processing within the current infrastructure then, one option might be to increase the number or multi-species facilities that are processing both red and white meat.
- 4) More than half of the 98 respondents who answered the question about possible solutions cited the creation of "truly" mobile slaughter facilities that could help producers with smaller flocks.

Challenge Three: Regulatory Requirements

"...do our current regs make it economical for the farmer who is direct selling to consumers to store poultry on farm? What kind of freezer would be permitted? What kinds of inspections, etc? Make sure that there are processing facilities available that meet any of the NOP requirements. I remain confused about federally approved vs. state approved processing facilities...."

Of the 40 respondents to Question 5, who had ceased producing eggs and poultry meat for sale, 32.5 % attributed their decision to "over-regulation".

Of the 98 respondents who cited challenges to poultry processing when answering Question 22, 20.4% attributed the problem to overregulation, and 11.2% attributed the problem to poor enforcement or consistency of regulations.

When asked to state their thoughts on barriers to producing poultry in Maine, 52 percent of those who responded (98), claimed that changes to Maine's poultry processing regulations would be a key solution. Of that number, 44% believed there should be fewer regulations for poultry farmers, while 7% suggested keeping or expanding regulations and enforcement as a solution to processing challenges. Of the respondents that proposed less regulation, the majority wanted to see regulations eased for on-farm processing, or a general reduction in regulations geared towards small-scale farmers.

Challenge Three - continued

The producers who expressed concerns about regulations generally took issue with cost and availability of processing facilities as well as a desire to have control over the full cycle of producing and selling or eating their birds.

Of the 92 respondents who proposed solutions to poultry processing in Q23, 55.4% identified a need for regulations to address the needs of small-scale operations. Another 28.3% identified the importance of increased State support for processing. Overall, the survey identified the need for the State to increase its capacity to provide both regulatory and technical assistance to small-scale poultry operations.

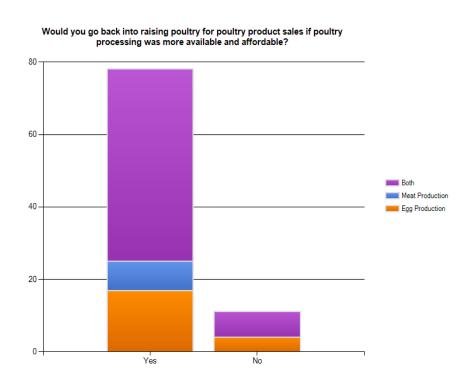
Observations & Recommendations regarding Regulatory Requirements:

- 1) It is likely that improved financial and geographic access to off-farm processing at State or USDA Inspected facilities will prompt more producers to choose this option. Clearly any such facility would need to conduct its own market analysis as part of its business plan.
- 2) There is an opportunity for the Department of Agriculture to provide more education and training about current regulations to address producers' concerns about consistency and consumers' concerns about public health and safety.
- 3) There is an opportunity for the Department of Agriculture to increase enforcement. Producers who invest in State exempt on-farm processing facilities may be economically disadvantaged by those who continue to sell on farm without the proper facilities in place.
- **4)** Programs such as Maine Farms for the Future and the Agricultural Marketing Loan Fund, should consider targeting grant and loan funds to farmers interested in building onfarm, State exempt processing facilities.

Conclusion

In addition to the identified challenges already cited in this report, survey respondents described a "vision for success," that included: greater collaboration among farmers creating local processing solutions; improved education to the processing workforce about production costs and other production issues; and improved public education about fresh, processed poultry.

Figure 5. Percentage of Respondents likely to increase Poultry Production if Processing was not a Barrier.



If processing was more available and affordable, then the 165 survey respondents would likely increase production by 12,000 to 17,000 birds each year for meat or egg sales.

Central Maine appeared to have the largest potential production capacity followed by the Mid-Coast. A conservative estimate suggests a potential production increase of at least 4,000 in Central Maine and at least 3,300 in the Mid-Coast region. Southern Maine is a close third with a minimum potential increase of 3,000 birds. These numbers reflect the

capacity of the 165 producers who responded to the survey out of a potential 400 producers statewide. Clearly poultry producers see a strong market worth participating in, but are struggling to make the numbers work.

The most promising time for a poultry processing business, regardless of the type, continues to be between the months of May and December. However, if the price point becomes more reasonable, it is possible that more poultry producers will need to process year-round to keep up with market demand.

Authors:

Nicole Witherbee, PhD PolicyEdge (207) 446-3581 <u>Nicole@PolicyEdge.me</u> <u>www.PolicyEdge.me</u>

Stephanie Gilbert, Farmland Protection Specialist
Maine Department of Agriculture, Food and Rural Resources
(207) 287-7520
Stephanie.gilbert@maine.gov

APPENDIX A

From: Henrietta Beaufait, DVM.

Maine Meat and Poultry Inspection Program - 287-7512

Maine Department of Agriculture, Food and Rural Resources

Division of Quality Assurance and Regulations
henrietta.beaufait@maine.gov

To: Poultry Producers

There are four different options for processing poultry in Maine. A poultry producer can engage in only <u>one</u> of any of the following four activities in any given year.

- <u>1. Official State or USDA Inspected Establishment</u> provides the service to people who raise poultry with the intention of selling the product, or to people who raise poultry for home consumption who have no desire to process their own poultry, who would also like the option to sell some their birds as product.
 - State inspection allows only In-State sales.
 - USDA inspection allows producers to sell anywhere, including on the Internet.
 - A State or USDA Inspected Establishment must have:
 - a. An approved facility that supports sanitation
 - b. A written Sanitation Standard Operating Procedure (SSOP)
 - c. HACCP training (offered at University of Maine Orono periodically or out of State)
 - d. A written HACCP plan
 - e. Approved labels
 - f. Licenses
 - g. An Inspector present every time there is a kill OR poultry products are made.
- **2.** Custom Poultry Processing Establishment provides a service to people who raise their poultry for their own use, but who do not want to process or sell a product. Custom establishments process for people who bring the processed poultry home for their own consumption.
 - Requires State (Department of Agriculture) to approve the processing facility
 - Requires a Custom Poultry Processing license
 - Cannot process birds that are destined to be sold.
 - Must mark all poultry as **NOT FOR SALE**.

There are two Grower/Producer processing exemptions, where continuous bird-by-bird inspection is NOT needed, and a producer can process on his or her own farm. Both Grower/Producer exemptions allow a producer to kill and process his or her own birds in a State approved facility on their own farm.

The **Grower/Producer** exemptions **DO NOT** allow producers to:

- process other people's birds
- allow other people to use his/her facility to kill and process their birds.

Both **Grower/Producer** exemptions require **Grower/Producers** to:

- Limit production and processing to a certain amount of birds each year
- Process the birds, themselves
- Become licensed for one or the other, not both

3. Chapter 348 is an exemption, where continuous inspection is NOT needed. Chapter 348 requires a Grower/Producer to:

- Limit production up to 1,000 birds can be produced and processed in one year
- Meet fairly minimal facility requirements
- Choose to kill and bleed the birds outside, but then must bring them into the very minimal facility described in the Chapter 348 Rule to be eviscerated, cooled and packed
- The WHOLE BIRDS may be placed in cold storage that is off site
- Sell the product ONLY as WHOLE BIRDS; no cut-ups
- Sell ONLY to customers at Farmers' Market, CSA (Community Supported Agriculture) customers, or customers who come to the farm
- NOT sell to retail stores, restaurants, schools, etc.
- NOT sell on the Internet or across state lines
- Obtain a Commercial Food Processing license, \$50; and retail authorization for pre-packaged meat and poultry products \$10; and an authorization for Mobile Vendor \$20 to sell at Farmers' Markets

4. Chapter 343 — is an exemption, where continuous inspection is NOT needed. Chapter 343 requires a Grower/Producer to:

- Limit production up to **20,000 birds** can be produced and processed in one year
- Meet detailed facility requirements
- Killing and bleeding must be done in a separate room that is attached to the main facility where they are eviscerated, cooled and packed
- Once cold, cut-ups and other products can be made in the same facility provided that the facility is completely washed down, rinsed and sanitized, before further processing begins
- Sales can be retail at the farm or other places, including Farmers' Markets & CSA's
- Sales can also be wholesale to restaurants, stores, hotels, institutions
- Sales can NOT be on the Internet
- Sales can NOT be across state lines
- Obtain a Commercial Food Processing license, \$50; and a retail authorization for pre-packaged meat and poultry products \$10; and an authorization for Mobile Vendor \$20 to sell at Farmers' Markets
- Sales that are wholesale to restaurants, stores, hotels, institutions, will require an additional Wholesale Distributor of Meat & Poultry Products license \$50

Sample Application for Chapter 348 exemption (2 pages)

License needed for Chapter 348, less than 1,000 bird exemption - so that birds can be processed into whole poultry. Section 4. License Type Food Processor Check All Services Provided That Apply to Your Business Check One Block that Bast Describes Your Operation Breads, Roae Sesfond (raw) Commercial Food Processor Vegetables Segrand (reedy to jeat products) 3rewery. Rakery - Commercial Whiteaste Vanufaceuring Cakes, Ples Jame, Jeiles Soft Orinka Bavetago Plant Cannea. VeguuT-packed Maple Syrup Gider (In de Plan) Processed Produc. Grabmest Meal (raw) Water Meat Processor Meal (ready lo Fruit Jukaes 'Hanie Frocesser Food Solvage 348: lese-than 1,000 orren Olhapher Maple Syrue Processor Grower-Producer Exemption preg Slauuhternc-Jae FOOD PROCESSOR FEES (Section 4 on License Application) Commercial Food Processor: Fee Enclosed: Dic. All licenses. \$50 Bakery - Commercial /Wholesale: Fee Englosed: \$50 All licenses. Beverage Plant License: \$75 0 to 5 employees: 6 or more employees: \$150 Fee Endosed: Cider/Juice Beverage Plant License: \$20 O to 10 employees: \$5C 11 to 25 employees: \$150 Fee Endosed: 26 or more employees: Meat Processor 850 Commercial Meat /Poultry Processor: 850 Fee Endosed: Custom Meet /Pan by Pracessar: Home Food Processor: S20 Fee Endlosed: Ali licenses: Food Salvage (Processor) (Retailer) (Broker): 530 0 to 5 amployees or volunteers: 6 or more employees or volunteers: \$50 Fee Enclosed: Maple Syrup Producer: Less than 15 gal, of maple syrup production/ year: 82 Fee Enclosed: More than 45 gal, of maple syrup production/ year: Slaughterhouse 850 Commercial Staughtamouse: S50 Quatrim Staughternouse: Fee Enclosed: Liconse fees based on the number of employees must include all full-time, part-time and intermittent employees. Subtotal Processing Section 4:

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Sample Application for Chapter 343 exemption (3 pages)

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11 to 25 employees: 26 or more employees: 26 to 10 employees: 11.to 25 employees: 28 or more employees: at Sales: Required if any meat, p beef jerky and elim Jim offered for sale to cons Required if outing, wha	oultry, meal food products includin a and poultry food products are times: pping, or further processing and	\$50 \$150 \$20 \$50 \$150	Fee Endlosed:	
11 to 25 employees: 26 or more employees: 26 to 10 employees: 11 to 25 employees: 28 or more employees: 28 or more employees: Acquired if any meat, poser jerky and alim Jim offered for sele to considered if cutting, what meat or poultry at a reti	oultry, meal food products includin a and poultry food products are times: pping, or further processing and	\$50 \$150 \$20 \$50 \$150	Fee Endlosed:	\$ 00.00
11 to 25 employees: 26 or more employees: 26 or more employees: 11 to 25 employees: 28 or more employees: 28 or more employees: Acquired if any meat, poser jerky and alim Jim offered for sele to considered if cutting, was most or poultry at a retable Vendor:	oultry, meal food products includin a and poultry food products are times: pping, or further processing and	\$50 \$150 \$20 \$50 \$150 \$150	Fee Endlosed:	
11 to 25 employees: 26 or more employees: 26 or more employees: 11 to 25 employees: 28 or more employees: 28 or more employees: 28 epined if any meat, in beef jerky and alim Jim offered for sele to considered if cutting, what meat or peutitry at a rate bile Vendor: 10 to 10 employees:	oultry, meal food products including a and poultry food products are umer: pping, or further processing and all establishment:	\$50 \$150 \$20 \$50 \$150 \$150 \$10 \$50 \$20	Fee Endlosed:	
11 to 25 employees: 26 or more employees: 26 or more employees: 11 to 25 employees: 28 or more employees: 28 or more employees: 28 epined if any meat, in beef jerky and elim Jim offered for sele to considered if cutting, what meat or peutry at a retaile Vendor: 10 to 10 employees: 11 to 25 employees:	oultry, meal food products including a and poultry food products are umer: pping, or further processing and all establishment:	\$50 \$150 \$20 \$50 \$150 \$150 \$50 \$50	Fee Enclosed:	

Subtotal Retail Section 3: 3500.

* Meanse feas based on the number of employees must include all fall-time, part-time and infermittent employees.

Linearest needed for Chapter 343, less than 29.990 birds - so that pooliny products can be sold wholesale to:

Other retail stores

Other retail stores Restamants, hotels Institutions, schools, etc.

Check One Block that Best Describes Your Operation	Chec	All Services Provided Tha	at Apply to Your Business
Druker (Mea! & Poullry Producte)		Bevorages	Mest (ready to eat)
Hodg Storage Wetelrouse		fl-reads	Roady to Eat Foods
Cublic Warehouse (Reat & Poulby Products)		Caraned, Processed Food	Seafood (raw)
Wholesele Distributor (Most & Poultry Products)		Fruite, Vegetables	(Seafood (reedy to cet)
		109/	Vacuum-packed,Produc
	1 ~	Meat (raw)	Other Other
WHOLESALE / WAREHOUSE FE	ES (Sect	lon 5 on License Apple	cation)
roker of Moat & Poultry Products:			
All ! censes.	\$60	Fea Enclosed:	
ood Storage Warehouse:			
G to 10 employees:	\$20		i .
11 to 25 employees:	\$50		í
26 or more employees.	\$150	 Fea Enclosed: 	
ublic Werehouse:			
Storage of Meat & Poultry Products, all licenses:	\$5C	Fee Enslosed:	
Inclessie Distributor of Meat & Poultry Products	; =:		I
All licanses:	\$50	Foe Enclosed:	\$50,03
icense fees based on the number of employees must in	uclude all	full-time, part-time and int	ermittent employees.
iconse fees based on the number of employees must in		full-time, part-time and int sale (Warehouse Sectio	

APPENDIX B

2010-2011 Maine Poultry Producers and Processors Survey

Purpose Statement: This survey of Maine poultry producers is an attempt to better understand the barriers to and opportunities for raising and processing poultry in Maine. The Survey is being performed and analyzed by PolicyEdge, through a contract with the Maine Department Agriculture, Food and Rural Resources.

Confidentiality Statement: Surveys are being emailed and mailed to poultry producers in Maine who are currently or have in the past raised poultry in Maine. Additional surveys will be made available at the local Soil and Water Conservation District and University of Maine Cooperative Extension offices. Farm or personal identification information IS NOT BEING COLLECTED, thus all responses will be anonymous. In addition, PolicyEdge shall restrict access to any other personally identifiable information about respondents contained in the data and to those who are participating or assisting in the performance of a study, analysis, or project under the terms of its Confidentiality Statement. Information will be aggregated and analyzed before results are reported to the Maine Department of Agriculture.

Please indicate your location by region and by county by circling one of the following options.

Q1.	Region
	Northern Maine
	Western Maine
	Central Maine
	Mid-Coast Maine
	Southern Maine

Q2. County: _____

Q3. Have you ever raised poultry for egg or meat production with the intention of selling the product?
Egg production?Meat production?Both?
Q4. What kind of Poultry?
o Broilers
o Turkeys
o Ducks
o Geese
o Others?
Q5. If you are no longer raising poultry for egg or meat sales, why did you stop?
Q6. If you have reduced the amount of poultry for egg or meat sales, why? (Choose as many answers that apply.)
 Lack of processing
o Processing too expensive
No Year round processing
Not profitable
No Market
 Other. Q7. Would you go back into raising poultry for poultry product sales if poultry
processing was more available and affordable?
Yes No
Q8. If you are currently raising poultry, how many birds are you raising per year?
Q9. If you raise poultry for egg production, what do you do with your spent hens? (Circle the best answer) Sell them live Sell them processed Give them away Slaughter them for home use

0	By you on the farm
0	At a plant with a state inspector present
0	At a custom plant without a state inspector present
0	Take them out of state
Q11. If y	ou have poultry processed now, what is the cost per bird?
	ould you be willing to assist in processing your birds to reduce the cost ocessing?
1 65	No
are th	you raise poultry for meat production for sale, what times of the year ne birds processed?
	Year round
	Summer only The months of:
O	The months of.
curre	you raise poultry for meat production for sale, how far are you ently traveling to have the birds processed? 10 miles 25 miles 50 miles 100 miles
	> 100 miles
Q15. If y you p	
Q15. If you p Write	> 100 miles you could have access to more processing for poultry, how far would brefer to travel to have birds processed? in your answer: you could have access to more processing for poultry, would you be ested in increasing your flock? If so, by how much?
Q15. If you p Write	> 100 miles you could have access to more processing for poultry, how far would brefer to travel to have birds processed? in your answer: you could have access to more processing for poultry, would you be ested in increasing your flock? If so, by how much? No. I would maintain the same size flock.
Q15. If you p Write	> 100 miles you could have access to more processing for poultry, how far would brefer to travel to have birds processed? in your answer: you could have access to more processing for poultry, would you be ested in increasing your flock? If so, by how much? No. I would maintain the same size flock. Yes, on a small scale (100 birds or less)
Q15. If you p Write Q16. If y interes	> 100 miles you could have access to more processing for poultry, how far would brefer to travel to have birds processed? in your answer: you could have access to more processing for poultry, would you be ested in increasing your flock? If so, by how much? No. I would maintain the same size flock. Yes, on a small scale (100 birds or less) Yes, on a medium scale (between 100 and 500 birds)
Q15. If you p Write Q16. If y intered	> 100 miles you could have access to more processing for poultry, how far would brefer to travel to have birds processed? in your answer: you could have access to more processing for poultry, would you be ested in increasing your flock? If so, by how much? No. I would maintain the same size flock. Yes, on a small scale (100 birds or less)
Q15. If you p Write Q16. If y intered O O O O O O O O O O O O O O O O O O	you could have access to more processing for poultry, how far would brefer to travel to have birds processed? in your answer: you could have access to more processing for poultry, would you be ested in increasing your flock? If so, by how much? No. I would maintain the same size flock. Yes, on a small scale (100 birds or less) Yes, on a medium scale (between 100 and 500 birds) Yes, on a larger scale (more than 500 birds) you increased your flock, when would you have the birds processed?
Q15. If you p Write Q16. If y intered Q17. If	you could have access to more processing for poultry, how far would brefer to travel to have birds processed? in your answer: you could have access to more processing for poultry, would you be ested in increasing your flock? If so, by how much? No. I would maintain the same size flock. Yes, on a small scale (100 birds or less) Yes, on a medium scale (between 100 and 500 birds) Yes, on a larger scale (more than 500 birds) you increased your flock, when would you have the birds processed? Year round
Q15. If you p Write Q16. If y intered Q Q17. If	you could have access to more processing for poultry, how far would brefer to travel to have birds processed? in your answer: you could have access to more processing for poultry, would you be ested in increasing your flock? If so, by how much? No. I would maintain the same size flock. Yes, on a small scale (100 birds or less) Yes, on a medium scale (between 100 and 500 birds) Yes, on a larger scale (more than 500 birds) you increased your flock, when would you have the birds processed?

Q19. How d	o you currently sell your poultry products? (Circle all that apply)
o Re	etail from the farm
o Re	etail from my farm stand off the farm
o Re	etail at a farmers market
0 W	holesale to retail stores, restaurants, schools, institutions
create a	l you be interested in marketing your poultry with other farmers to larger market opportunity? No
Q21. Do you Yes	n have refrigerated meat storage available at your farm? No
Q22. What	challenges do you see in processing poultry?
Q23. What	are some solutions to these challenges?

Appendix 3 - Initial Survey Analysis done by Policy Edge

According to the processors who took this survey, the most common issues preventing farmers from expanding their production or processing were cost, availability, and too many government regulations for small-scale farmers.

Cost

27.5% of the 40 respondents who said they had stopped poultry sales attributed the problem to processing costs, while 25% attributed the problem to production costs such as feed or storage.

Of the 98 respondents in Q22 who cited challenges to processing, 46.9% named cost as a major factor.

Availability

30% of the 40 respondents who said they had stopped poultry sales attributed the problem to availability of processing, including distance and the timing of processing.

Out of the 98 respondents who cited challenges to processing in Q22, 29.7% attributed problems to availability. Of the 92 respondents who proposed solutions in Q23, 28.3% said they could use more state support in making processing facilities available. 10.9% proposed general availability solutions.

Regulation

32.5% of the 40 respondents who stopped poultry sales attributed the problem to overregulation.

Out of the 98 respondents who cited challenges to poultry processing in Q22, 20.4% attributed the problem to overregulation, while 11.2% attributed the problem to poor enforcement or consistency of regulations.

Of the 92 respondents who proposed solutions to poultry processing in Q23, 55.4% said that addressing regulations for small farmers would be an important solution. Meanwhile 28.3% of the Q23 respondents said more state support for processing would be important, indicating that perhaps most regulations could be more manageable if there were greater state support helping farmers comply with new and existing rules.

Maine Poultry Producers and Processors Survey

Geographic Information

Q1. Please indicate your location by choosing one of the following regions.

Response Percent	Response Count
7.4%	9
12.3%	15
38.5%	47
28.7%	35
13.1%	16
swered question	n 122
kipped question	n 5
	Percent 7.4% 12.3% 38.5% 28.7% 13.1% swered question

Note: Several respondents from the same county would say they were from different regions. The data from Q1 is more a picture of where farmers consider themselves to live, as opposed to what regions the DoA might associate with their counties.

Q2. Indicate county

Androscoggin	11
Aroostook	3
Cumberland	16
Franklin	3
Hancock	12
Kennebec	18
Knox	3
Lincoln	13
Oxford	9
Penobscot	15
Piscataquis	5
Sagadahoc	6
Somerset	9
Waldo	18
Washington	4
York	12
NR	8

Poultry Production

Q3. Have you ever raised poultry for egg or meat production with the intention of selling the product?

intention of sening the product:		
Answer Options	Response Percent	Response Count
Egg Production Meat Production Both	25.4% 9.3% 65.3%	30 11 77
Comment if needed		11
· · · · · · · · · · · · · · · · · · ·	answered questior	n 118
	skipped question	n 9

Where are egg and meat producers from mostly?

48.6% of respondents who produce eggs only were from Central Maine, and 50% of Meat-Only producers were also from Central Maine. 27.5% of respondents who raise for both eggs and meat were from Central Maine as well, and 38.5% of respondents who produce both eggs and meat were from Mid-Coast Maine.

How much are egg and meat producers interested in increasing their flocks if processing were more available? (Q16)

Egg-only producers: 76% would increase their flock by some degree if processing were more available.

24% (6 respondents) would maintain the same size

52% (13 respondents) would increase on a small scale

24% (6 respondents) would increase on a medium scale

Egg and meat producers: 88.3% would increase their flock to some degree if processing were more available.

11.8% (9 respondents) would maintain the same size

27.6% (21 respondents) would increase on a small scale

39.5% (30 respondents) would increase on a medium scale

21.1% (16 respondents) would increase on a larger scale

Q4. What kind of poultry? (Select as many as apply)		
Answer Options	Response Percent	Response Count
Broilers Turkeys Ducks Geese Other (please specify)	71.9% 47.9% 28.1% 14.9% 43.0%	87 58 34 18 52
· · · · · · · · · · · · · · · · · · ·	answered question	n 121
	skipped question	า 6

Other birds besides broilers, turkeys, ducks, and geese mostly included hens for laying eggs. There were also a few rare species of heritage birds.

Laying birds	43
Heritage Breed	8
Guinea Fowl	7
Partridge, Keat,	
Pheasant, Quail	3
Other	9

Other included: Muskevy, Coturnix Quail, Wyandotte Chickens, Narraganset Turkeys and Welsch Harlequinn Ducks

Q5. If you are no longer raising poultry for egg or meat sales, why did you stop?

Response rate: 40 respondents out of 165, or 24.2%. The low response rate of this question is probably due to the fact that most participants of the survey have not stopped raising meat or eggs for sale. Reasons for stopping production for sale broke down nearly evenly into four categories that echo the more detailed and frequent responses shown in Section 6. The categories are: Availability of processing, processing costs, overregulation, and production and infrastructure problems.

A slight majority of the 40 respondents named regulation as a primary reason for ending production, with 5 respondents simply citing "regulations" in general, and the remaining 8 referring to specific regulatory problems, either with Maine overturning the federal 1,000 bird override (one respondent,) on-farm processing rules, and on-farm retail rules.

Of those who answered Q5., indicating that they have stopped production of meat or eggs for sale, 28 (70%) indicated in Q7. that they would go back to raising poultry products for sale if there were greater availability and affordability. 9 (22.5%) of the 40 respondents said they would not.

Break down of responses:

Availability – Total: 12 (7.2% of total, or 30% of Q5. respondents)

- · Of processing (4)
- · Of USDA- certified processing (1)
 - o For organic producers (1)
- Distance traveled to process (2)
- Timing of processing available (4)

Processing Costs – Total: 11 (6.7% of total, or 27.5% of Q5. respondents)

- · General processing costs (6)
- · COOPP problems (1)
- Cost-effectiveness of processing (2)
 - o For small-scale farmers (2)

Regulations – Total: 13 (7.9% of total, or 32.5% of Q5. respondents)

- General "regulations" (5)
 - o State regs
 - o Federal regs (2)
- · Specific regulations
 - o 1,000 bird exempt status change (1)
 - On-farm processing rules (4)
 - On-farm retail rules (1)

Production/ Infrastructure Problems – Total: 10 (6.1% of total, or 25% of respondents)

- Feed (2)
 - o Organic feed (2)

- · Hens spent (1)
- · Space/land (3)
- · Predation (2)

Q6. If you have reduced the amount of poultry for egg or meat sales, why? (Select as many as apply.)

Answer Options	Response Percent	Response Count
Lack of processing	41.3%	26
Processing too expensive	42.9%	27
No Year round processing	15.9%	10
Not profitable	39.7%	25
No Market	9.5%	6
Other (please specify)	38.1%	24
	answered questior	n 63
	skipped question	n 64

Responses in the "other" category included the following:

- Regulations for on farm processing and direct farm retail (7)
- Feed costs (4)
- Not cost-effective for small-scale producers (3)
- Aging/health issues of farmers (2)
- · Lack of market or too much competition (2)
- · Not enough time
- · Still working toward expansion of production
- · Seasonal drop in egg production, lowering productivity of layers
- · Inspection unavailable
- · COOPP availability
- Distance

Q7. Would you go back into raising poultry for poultry product sales if poultry processing was more available and affordable?

Answer Options	Response Percent	Response Count
Yes No	84.5% 15.5%	60 11
a	nswered question	n 71
	skipped question	n 56

How many farmers having difficulties processing would return to production if processing were more available and affordable?

- Of the respondents in Q6. who named Lack of Processing as an issue, 100% answered yes in Q7., that they would go back into production if processing were made more available and affordable.
- Of the respondents in Q6. who named Processing too Expensive as an issue, 97.4% answered yes in Q7...
- Of the respondents in Q6. who named No Year Round Processing as an issue, 92.9% answered yes in Q7...

- Of the respondents in Q6. who named No Year Round Processing as an issue, 92.9% answered yes in Q7.
- Of respondents from Q6. who said processing was Not Profitable, 84.4% answered yes to Q7., while 66.7% of respondents who named No Market as an issue said yes to Q7..

Q8. If you are currently raising poultry, how many birds are you raising per year?

Answer Options	Response Count
	104
answered question	104
skipped question	23

Number of respondents in each range of bird production, summary: Respondent # # of Birds Raised per Year

Respondent # # of Birds Raised per 1 ear

0 - 25	24
26 - 50	31
60 - 75	12
100 - 125	15
140 - 150	4
200 - 225	10
250 - 300	4
390 - 500	7
600 - 800	8
1,000-1,500	4
2,000 - 2,500	4
2,600 - 5,000	4

See last page for all #s of poultry for each respondent. Those who answered "0" largely commented that they really prefer on-farm processing.

Poultry Processing

Q9. If you raise poultry for egg production, what do you do with your spent hens? (Choose the best answer)

Answer Options	Response Percent	Response Count
Sell them live	16.5%	20
Sell them processed	5.8%	7
Give them away	19.8%	24
Slaughter them for home use	57.9%	70
	answered question	n 121
	skipped question	n 44

Q10. If you raise poultry for meat production for sale, how are the birds processed?		
Answer Options	Response Percent	Response Count
By you on the farm At a plant with a state inspector present At a custom plant without a state inspector present Take them out of state	43.3% 23.7% 39.2% 1.0%	42 23 38 1
Comment if needed	answered question	
	skipped guestion	n 68

Comments:

The most frequent comment to this question (14 out of 35) has to do with inability to process due to cost, regulation, or availability of existing facilities. 3 also responded that they have a state-inspected facility under the 20,000 bird exemption, and 4 responded that they currently slaughter only for their own use.

Q11. What is the cost per bird for processing?

Response rate – 74 respondents, or 44.8%

The responses below reflect each respondent's cheapest bird (mostly broilers/ chickens.) The most common price range was between \$2.50 - \$3.00, followed by the \$3.50 - \$4.00 price range.

Q12. Would you be willing to assist in processing your birds to reduce the cost of processing?

Response rate: 113 respondents, or 68.5%

Answers:

Yes – 71 respondents, 43% of total, 62.8% of Q12 respondents No – 23 respondents, 13.9% of total, 20.3% of Q12 respondents Maybe – 9 respondents, 5.4% of total

Q 13. If you raise poultry for meat production for sale, what times of the year are the birds processed?

Answer Options	Response Percent	Response Count
Year round	11.8%	12
Summer only	43.1%	44
The months of:	48.0%	49
a de la companya de	answered question	n 102
	skipped question	n 63

Summary of months:

Summer only (1)

Whole summer – fall (6)

Early summer – fall (5)

Mid-summer – fall (3) Late summer – fall (4) Fall only (3) Fall – winter (1) Winter – spring (0) Spring – fall (11) November/ holiday only (6)

Q14. If you raise poultry for meat production for sale, how far are you currently traveling to have the birds processed? Response **Answer Options** Response Count Percent 10 miles 16.2% 11 25 miles 25 36.8% 50 miles 35.3% 24 100 miles 7.4% 5 > 100 miles 4.4% 3 68 answered question skipped question

Q15. If you could access to more processing for poultry, how far would you prefer to travel to have birds processed?

Response rate: 92 respondents, or 55.7%

Miles	Responses	% of Q15 Respondents
0 (prefer on-farm) – 5 mi	20	21.7%
10 – 25 mi	39	42.4%
30 – 40 mi	16	17.4%
50 – 75 mi	12	13.4%
100 – As far as necessary	2	2.2%

Q16. If you could have access to more processing for poultry, would you be interested in increasing your flock? If so, by how much? Response Response Count Answer Options Percent No. I would maintain the same size flock. 15.0% 17 Yes, on a small scale (100 birds or less) 40 35.4% Yes, on a medium scale (between 100 and 500 birds) 33.6% 38 Yes, on a larger scale (more than 500 birds) 15.9% 18 answered question 113 skipped question

Q17. If you increased your flock, when would you have the birds processed?

Answer Options	Response Percent	Response Count
Year round Summer only The months of:	29.8% 21.2% 49.0%	31 22 51
	answered question	104
	skipped guestion	61

Summary of months:

Summer only (0)

Whole summer - fall (1)

Early summer – fall (7)

Mid-summer – fall (6)

Late summer – fall (8)

Fall only (7)

Fall – winter (1)

Winter – spring (1)

Spring – fall (14)

November/holiday only (1)

Comparison of Q13 (when do you process?) and Q17 (when would you process if you produced more?)

Looking below, the number of respondents who would process their birds year round if they could increase their flock is more than double the number of respondents currently processing year round. Likewise, the number of respondents who said that they would keep their processing schedule to summer-only if they increased their flock was about half the number of respondents currently processing in the summer time only.

Q13 Responses, Percentage	Q17 Responses, Percentage
Year Round – 12, 11.8%	Year Round – 31, 29.8%
Summer Only – 44, 43.1%	Summer Only – 22, 21.2%
Months of: 49, 48%	Months of: 51, 49%
Summary of months:	Summary of months:
Summer only (1)	Summer only (0)
Whole summer – fall (6)	Whole summer – fall (1)
Early summer – fall (5)	Early summer – fall (7)
Mid-summer – fall (3)	Mid-summer – fall (6)
Late summer – fall (4)	Late summer – fall (8)
Fall only (3)	Fall only (7)
Fall – winter (1)	Fall – winter (1)
Winter – spring (0)	Winter – spring (1)
Spring – fall (11)	Spring – fall (14)
November/ holiday only (6)	November/ holiday only (1)

Q18. Would you prefer to have a mobile slaughtering facility that comes to your home rather than maintaining your own slaughtering facility?

Answer Options	Response Percent	Response Count
----------------	---------------------	----------------

Yes	72.4%	89	
No	27.6%	34	
	answered question		123
	skipped question		42

This answer is also reflected in question 4.7, in which 20% of respondents asked how far they would travel stated they would only stay at home. Of those who responded to Q23 asking for possible solutions to processing challenges, 21.7%, or 20 respondents, said that mobile processing (either making more available or improving efficiency and cost of COOPP) was a priority.

Sales

Q19. How do you currently sell your poultry prodapply)	ucts? (Choose	e all that
Answer Options	Response Percent	Response Count
Retail from the farm	74.0%	97
Retail from my farm stand off the farm	9.9%	13
Retail at a farmers market	22.9%	30
Wholesale to retail stores, restaurants, schools, institutions	16.8%	22
Other (please specify)	28.2%	37

Other selling methods:

CSA, either own or hosted by another farm (8)

"Word of mouth" (6)

Sell to family, friends, neighbors, co-workers only (6)

Sell direct, or sell live and allow consumers to do processing (5)

Currently not selling at all, only for own consumption (4)

Trade for other farm goods (2)

Also: internet sales, sell feathers only, custom order only

Q20. Would you be interested in marketing you to create a larger market opportunity?	r poultry with o	ther farmers
Answer Options	Response Percent	Response Count
Yes No	55.2% 44.8%	69 56
	answered question skipped question	

Q21. Do you have refrigerated meat storage ava	ilable at your f	arm?
Answer Options	Response Percent	Response Count
Yes No	66.4% 33.6%	87 44
6	answered question	n 131
	skipped question	n 34

Section 6 – Challenges of Poultry Processing and Solutions (*pull out a quote for major examples, and provide a quick paragraph analysis. Do a quick cross-analysis with respondents who want to produce more meat and respondents who cite the major problems and their proposed solutions*)

Q22. – What challenges do you see in processing poultry?

Response rate: 98 respondents, or 59%

The most common challenges cited by respondents to this question included the costs of processing, problems with state regulations of processing, and issues with the availability or convenience of processing poultry.

46 respondents named cost as a major challenge to processing poultry. Prominent cost-associated answers included challenges such as the time it takes to process poultry, the expenses for processing equipment, costs associated with the COOPP, and inspection costs. 7 respondents stated that it was simply not cost-effective for small-scale farmers to do poultry processing at all. 14 people said that cost, in general, was prohibitive.

31 respondents named government regulations around poultry production and processing as a key challenge for processing. However, not all respondents were anti-regulation. Of the 31 respondents that cited regulations as problematic, 20 complained of over-regulation, while 11 stated there was not enough regulation to ensure that non-compliant farmers didn't create too much competition with those who are complying with laws. There were also a few concerns about regulatory standards and their implications for food safety.

Of the 20 respondents concerned about overregulation, 9 cited rule changes by the ME DOA that changed requirements for the under-1,000 bird exemption status (which excuses a farmer from having an inspector present while processing on his/her own farm); in particular, there are complaints about the rule changes for on-farm processing which now confine a farmer to only process his/her meat and none from other farms, and create restrictions on direct retail. The remainder of the 20 respondents named general overregulation of small-scale farmers as a major challenge.

Of the 11 respondents concerned about too-little regulation, a third complained of inconsistent enforcement, another third saw the non-state inspected custom plant option as unfair competition for those getting birds state-inspected, and another third stated food safety concerns.

49 of the Question 6 respondents stated that the availability of processing was the major challenge. 12 complained of general availability issues, while 13 respondents said that there is a serious lack of legal processing options. 16 people said that the distance they must travel to process was prohibitive, while 8 said that the timing of processing plants was inconvenient, and especially difficult in peak processing times of the year.

Outside of cost, regulations, and availability, 16 respondents answered that the quality of current processing options was a challenge; for example, current processing facilities cannot keep up with the diversity of bird types and styles that farmers need to process, and there is a lack of trained processors and butchers. 5 respondents stated that organic processing is difficult, especially ensuring the humane treatment of the animals.

19 respondents cited challenges related to general production needs that they could not meet. The most common production challenge was insufficient labor.

Responses broken down by answer:

Cost of processing – total: 46 (27.9% of total, or 46.9% of Q6 responds)

- 6. General costs (14)
- 7. Inspection costs (4)
- 8. COOPP too expensive (4)
- 9. Processing equipment or on-farm processing costs (9)
- 10. Time for processing (processing as a cost-effective use of time) (8)
- 11. Cost-effectiveness for small-scale farmers to do processing (7)

Government regulations

- total: 31 (18.8% of total, or 31.6% of Q6 responds)
- a . Complaints of too much regulation total: 20 (12.1% of total, or 20.4% of Q6 responds)
- b. Complaints of too little regulation or enforcement total: 11 (6.7% of total, or 11.2% of Q6 responds)
- 12. Simply "regulations" (5)
- 13. Overregulation that harms small farmers (6)
 - a. Need an easing of on-farm processing regulations for small-scale farmers
 - b. Complaints about Maine not following the federal processing standard exemption for farmers with under 1,000 birds (5)
 - c. Overregulation of on-farm processing, change in ME DoA rules, now disallowing farmers from processing their birds using processor from another farm (4)
- 14. Regulations that are not enforced enough
 - a. Competition from non-state inspected custom plant option (4)
 - b. Lack of enforcement of regulatory SOPs (4)
 - c. Food safety concerns (3)

Availability, convenience, timing, or adequate staffing of processors – Total: 49 (29.7% of total, or 50% of Q6 responds)

- 15. General availability issues (12)
- 16. Distance required for processing (16)
- 17. Times available (8)

- a. Processor is too busy at peak times of the year
- b. "First come first serve" method doesn't work
- 18. Lack of legal processing options available (13)

Quality of processing – Total: 16 (9.6% of total, or 16.3% of Q6 responds)

- 19. General quality issues (5)
- 20. Need a greater diversity of processing capabilities (4)
- 21. Butchering (2)
- 22. Availability of certified organic processing and humane handling (5)

General production inputs that are lacking and therefore prevent cost-effective processing Total: 19 (11.5% of total, or 19.4% of Q6 responds)

- 23. Inability to meet production numbers to justify cost of processing (3)
- 24. Labor needs (8)
- 25. Grain/ feed needs (3)
 - a. Cost-effective feeding
 - b. Organic feed
- 26. Infrastructure (storage, distribution) (4)
- 27. Market (1)

Q23. What are some solutions to these challenges?

Response rate: 92 respondents, or 56%

The most commonly proposed solutions were regulation changes, increasing state support, addressing general production needs, and improving the state's mobile processing.

51 respondents claimed that changes to Maine's regulation of poultry processing would be a key solution. Of that number, 44 believed that there should be fewer regulations for poultry farmers, while just 7 suggested that keeping or expanding regulations and enforcement would be a solution to processing challenges. Of the respondents that proposed less regulation of poultry processing, the majority wanted to see regulations eased for on-farm processing or a general reduction in regulations geared towards small-scale farmers. A few respondents referred to the two specific regulations mentioned in Q22; 5 wanted to see the 1,000 bird exemption reinstated, and 3 respondents suggested changing back the ME DoA law concerning processing poultry from different farms. 4 respondents asked for more legal on-farm retail options.

The second largest group of respondents, 26 in total, proposed greater state support for processing as a solution to Maine's poultry processing needs. Of those 26 respondents, 16 asked for more inspected processing facilities across the state. Other proposals for more state help included providing a greater number of inspectors, providing loans and other financial supports to small farmers doing processing, and supporting farmers in securing equipment and inspection to build their own plants.

Finally, two respondents suggested a USDA-inspected plant that would allow Maine poultry meat to become viable across state lines.

23 respondents proposed improvements in various areas of poultry production, including labor, feed, and storage. 12 of these 23 respondents stated that better training for

processing staff, and more experienced butchers, would provide a solution to their processing difficulties. 5 pointed to solutions related to making local grain more available for feed (2 of these respondents spoke of the need for cost-effective organic feed.) 4 respondents said that better storage for cooling birds would be an important solution.

A total of 20 respondents thought that processing solutions were in some way related to mobile processing facilities. 7 respondents simply stated "mobile processing" as a solution. 8 asked for greater availability of mobile processing. 5 respondents wanted to see the current system of mobile processing (COOPP) become more efficient and cost-effective. None of the respondents stated that the current system of mobile processing was working well for them, but it is possible that the wording of the question simply did not invite an assessment of what is already working well.

Other proposed solutions outside of regulations, state supports, production needs, and mobile processing included: greater collaboration among farmers and creating local processing solutions (10 respondents,) improving the overall availability of processing (10 respondents,) and improving education for the public or processing workforce about miscellaneous issues (4 respondents.)

Q23. Response Break Down:

Regulations – Total: 51 (30.9% of total, or 55.4% of Q6 respondents)

- a. Suggestions for less regulation total: 44 (26.7% of total, or 47.8% of Q6 respondents)
- b. Suggestions for more regulation/ enforcement total: 7 (4.2% of total, or 7.6% of Q6 respondents)
- 28. Less regulations, in general (6)
- 29. Change regulation laws (1)
 - a. 1,000 bird law (5)
 - b. ME DoA on-farm processing rules (3)
 - c. General regulations for small farmers (11)
 - d. Increasing legal options for on-farm processing (14)
 - e. Increasing legal options for on-farm retail (4)
- 30. Increase or maintain regulation laws
 - a. Food safety improvements (2)
 - b. Increased consistency of regulation (5)

State Support – Total: 26 (15.7% of total, or 28.3% of Q6 respondents)

- 31. More inspected processing facilities in more locations (16)
- 32. Support for building/supplying one's own legal processing facility (3)
- 33. Provide more inspectors (2)
- 34. Financial supports for small farmers in general (3)
- 35. Creating a USDA-Certified site to enable out-of-state meat sales (2)

General production needs that could be addressed – Total: 23 (13.9% of total, or 25% of Q6 respondents)

- 36. Labor
 - a. Better training/experience for processors (9)

- b. Availability of labor, butchers (3)
- 37. Storage and cooling needs (4)
- 38. Grain costs
 - a. Local grain solutions (2)
 - b. Organic grain solutions (3)
- 39. Quality of production, improving management and oversight of processing (2)
 - a. Handling quality

Mobile processing – Total: 20 (12.2% of total, or 21.7% of Q6 respondents)

- 40. General (7)
- 41. Increased availability of (8)
- 42. Increase efficiency or cost of mobile processing/ COOPP (4)
- 43. Eliminate COOPP and find another solution (1)

Collaboration – Total: 10 (6.1% of total, or 10.9% of Q6 respondents)

- 44. Local processing solutions
- 45. Collaboration among farmers

General availability of processing on-farm, year-round, or accessing efficient processing methods – Total: 10 (6.1% of total, or 10.9% of Q6 respondents).

- 46. More processing (4)
- 47. Efficiency (3)
- 48. Year round processing (1)
- 49. On-farm processing (2)

Education – Total: 4 (2.4% of total, or 4.3% of Q6 respondents)

- 50. General education (1)
- 51. Local foods (1)
- 52. Regulations (1)
- 53. Marketing/ accessing niche markets (1)

Question 8. Complete Responses

	# of
Respondents	Birds
R122	0
R116	6
R58	10
R99	10
R123	10
R141	10
R27	12
R101	12
R85	15
R150	20
R161	20
R50	24
R68	24
R74	24
R108	24

R113 R1 R43 R44 R72 R82 R144 R19 R137 R25 R97 R127 R140 R80 R86 R26	24 25 25 25 25 25 25 25 26 30 30 30 30 30 30
R24	35
R45	35
R51	40
R63	40
R65	40
R112	40
R76	40
R5	50
R9	50
R42	50
R59	50
R61	50
R70	50
R71	50
R73	50
R88	50
R92	50
R104	50
R115	50
R120	50
R15	50
R102	50
R136 R114 R133 R154 R138	50 60 60 60
R39	70
R103	70
R37	75
R83	75
R96	75
R119	75
R38 - discard, probably double R66 R10 R40	75 75 100 100

R64	100
R139	100
R146	100
R158	100
R164	100
R14	100
R52	100
R84	100
R54	108
R153	108
R7	125
R49	125
R134	125
R98	140
R62	150
R75	150
R78	150
R6	200
R18	200
R34 R35	200
R36	200 200
R109	200
R111	200
R81	200
R163	200
R151	225
R4	250
R93	300
R67	300
R28	300
R90	390
R30	400
R89	500
R121	500
R124	500
R129	500
R11	500
R31	600
R100	600
R29	800
R79	1,000
R22	1000
R41	1400
R157	1500
R94	2,000
R95 - Discard,	
duplicate farm	2,000
R23	2500
R118	2500
R3	2,600
R13	2650
R21	3500 5.000
R128	5,000

Quotes from respondents illustrating **Question 22** Challenges

R136 (COOPP needs)
R152
R157 (time)
R159 (cost-effectiveness for small farmers)
Gov't Regulation
R39
R43
R50
R54
R79 (lack of standardized enforcement)
R93
R96 (competition with custom plants)
R133 (on-farm rule)
R154 (regulations for small farmers)
K154 (regulations for small farmers)
Availability
R39
R89
1/ / / /
R96 (true that ME poultry can't be sold out of state because of no USDA plant in ME?)
R96 (true that ME poultry can't be sold out of state because of no USDA plant in ME?) Quality
R96 (true that ME poultry can't be sold out of state because of no USDA plant in ME?) Quality R 39
R96 (true that ME poultry can't be sold out of state because of no USDA plant in ME?) Quality R 39 R68
R96 (true that ME poultry can't be sold out of state because of no USDA plant in ME?) Quality R 39
R96 (true that ME poultry can't be sold out of state because of no USDA plant in ME?) Quality R 39 R68
R96 (true that ME poultry can't be sold out of state because of no USDA plant in ME?) Quality R 39 R68 R127 General Production Needs
R96 (true that ME poultry can't be sold out of state because of no USDA plant in ME?) Quality R 39 R68 R127 General Production Needs R47
R96 (true that ME poultry can't be sold out of state because of no USDA plant in ME?) Quality R 39 R68 R127 General Production Needs R47 R65
R96 (true that ME poultry can't be sold out of state because of no USDA plant in ME?) Quality R 39 R68 R127 General Production Needs R47